



Business Development Division (BDD)

Accomplishments:

2010 Midyear Report

BDD has four primary areas of focus: Small Business Services, Neighborhood Business Development, Commercial/Industrial Redevelopment, and Tax Incentive Administration. In total, BDD has seven categories of performance objectives, which include (1) Small Business Services, (2) Neighborhood Business Development, (3) Commercial/Industrial Redevelopment, (4) Tax Incentive Administration, (5) the Sidewalk Vending Program, (6) the Capital Arts Program, and (7) Business and Community Technical Assistance.

1. **Small Business Services:** Facilitate the creation, growth, and sustainability of small businesses. Provide direct access to counseling/training service providers and financial assistance for fixed assets, inventory, and working capital.

Unit of Measure	2008	2009	2010 1st Half	2010 Goal
Number of Individuals Assisted	741	283	242	350
Percent of Goal Achieved	212% Goal = 350	81% Goal = 350	69%	
Numbers of Businesses Assisted	228	336	96	200
Percent of Goal Achieved	175% Goal = 130	258% Goal = 130	48%	
Number of Loan Applications Processed	50	56	16	40
Percent of Goal Achieved	125% Goal = 40	140% Goal = 40	40%	
Number of Small Business Loans Completed (See table below)	4	5	3	5
Percent of Goal Achieved	80% Goal = 5	100% Goal = 5	60%	

Small Business Loans Completed in 2010:

Business Name	Neighborhood	Type	Loan Amount	Jobs Created or Retained
Creative Steps	Evanston	MicroCity (Working Capital)	\$35,000	17 retained
Fresh Table	OTR	MicroCity (Working Capital)	\$35,000	5 created
Supreme Cuts	Walnut Hills	MicroCity (Working Capital)	\$8,000	4 created
TOTAL			\$78,000	9 created, 17 retained

- 2. Neighborhood Business Development:** Assist communities in improving the economic vitality of neighborhood business districts (NBDs). Implement projects to improve the vitality and physical condition of the NBDs. Implement capital projects (such as streetscapes, parking, awning, façade programs, gateways, and other public improvements) and real estate redevelopment projects through the Neighborhood District Improvement Program (NBDIP) and other funding sources. Work with business associations and community councils through the Neighborhood Business District Support Fund (NBDSF) to promote and enhance and increase the viability of the NBDs. Typical NBDSF projects include marketing material, special events, landscaping, general maintenance, etc.

Units of Measure	2008	2009	2010 1 st Half	2010 Goal
Number of Development Agreements and Miscellaneous Completed (non - NBDIP) (See table below)	5	10	7	5
Percent of Goal Achieved	100% Goal = 5	200% Goal = 5	140%	
Number of New NBDIP Projects Implemented (See table below)	9	15	4	5
Percent of Goal Achieved	180% Goal = 5	300% Goal = 5	80%	
Number of NBDIP Projects Currently Active	41	49	36	N/A
Number of NBDIP Projects Completed (See table below)	9	7	6	5
Percent of Goal Achieved	180% Goal = 5	140% Goal = 5	120%	
NBDSF: Number of New Projects Implemented	104	94	29	80
Percent of Goal Achieved	130% Goal = 80	118% Goal = 80	36%	
NBDSF: Dollar Amount of Active Projects	\$17,100	\$101,592	\$38,000	N/A
NBDSF: Dollar Amount of Completed Projects	\$281,954	\$69,653	\$77,713	N/A

Development Agreements and Miscellaneous Completed in 2010:

Project Name	Neighborhood	City Funding	Private Funding	Current Status	Jobs Created/ Retained
Incline Village Grant to Assist with Development of Market Rate Housing	East Price Hill-Incline District	\$750,000	\$1.7 Million	Agreement has been approved by City Council	TBD
DeSales Corner Parking Lot Development	East Walnut Hills	\$650,000	-	Demolition, Design	-
Ensemble Theatre of Cincinnati (Capital Arts)	OTR	\$176,738	-	Project Underway	-
Know Theatre Cincinnati (Capital Arts)	OTR	\$50,000	\$50,000	Project Underway	-
A&B Deburring Co. (Empowerment Zone Expansion) Forgivable Loan	Queensgate	\$300,000	\$66,000	Loan closing has been held	12
Cincinnati Ballet Company (Capital Arts)	West End	\$44,000	-	Project Completed	-
Nehemiah Mfg. Co. (Empowerment Zone Expansion) Loan & Forgivable Loan	West End	\$2 million	-	Loan closing has been held	75
TOTAL		\$3,970,738	\$1,816,000		87+

NBDIP Projects Implemented (Begun) in 2010:

Project Name	Neighborhood	City Funding
Merchants Lot Revitalization	Clifton	\$30,000
Streetscape Improvements -- Old Town	Clifton Heights	\$410,000
Parking Lot Lighting	East Walnut Hills	\$5,000
Warsaw Avenue Streetscape Improvements -- Phase II	West Price Hill	\$550,000
Total		\$995,000

NBDIP Projects Completed in 2010:

Project Name	Neighborhood	City Funding	Businesses Assisted
Clifton Plaza on Ludlow Avenue	Clifton	\$300,000	64
College Hill Gateway -- South	College Hill	\$112,000	50
St. Gregory Street Streetscape	Mt. Adams	\$1.2 million	22
Beechmont Ave Streetscape Phase III & Gateway	Mt. Washington	\$130,000	50
South Block Parking Lot	Northside	\$129,000	7
Vine St. Streetscape, Phase II -- 12 th /Jackson	OTR	\$250,000	3
Total		\$2,121,000	196

3. **Commercial/Industrial Redevelopment** – *Strategic Program for Urban Redevelopment (SPUR)/ GO Cincinnati*: Work proactively to return vacant, contaminated, or underutilized land to productive uses. Create jobs, increase the tax base, and enhance public health. Utilize City, State, and Federal resources through SPUR, an interdepartmental team lead by DCD, to facilitate steps such as acquisition, assessment, remediation, demolition, rehabilitation, and public infrastructure improvements.

Units of Measure	2008	2009	2010 1st Half	2010 Goal
Acres Prepared for Development	4	0	86	5
Percent of Goal Achieved	80% Goal = 5 acres	0% Goal = 5 acres	1700%	
Number of Acres Currently Under Development	166.5	141	207	50
Percent of Goal Achieved	333% Goal = 50 acres	282% Goal = 50 acres	414%	

Completed SPUR Project List:

Project Name	Project Type	# of Acres	Neighborhood	City Funds	Private or Other Public Funds	New Jobs Expected	Status
Camp Washington Plan	Planning	N/A	Camp Washington	\$41,650	\$0	N/A	Plan completed
Center Hill Commerce Park	Remediation/ Demolition	66	Winton Hills	\$1,546,813	\$2,163,000	0	Remediation completed
Millcreek Business Park	Remediation/ Demolition	20	Bond Hill	\$925,000	\$2,130,000	0	Remediation/ Demolition completed
Millcreek Business Park	Construction/ Redevelopment	4.5	Bond Hill	\$400,000	\$11,000,000	100	Completion of new Graeters production facility
Former NuTone Site	Construction/ Redevelopment	8	Madisonville	\$3,200,000	\$15,000,000	620	Completion of Medpace's first 132,000 SF office building
Providence North Site	Environmental Assessment	2	West End	\$4,898	\$361,058	0	Assessment completed
Summit Business Park	Construction/ Redevelopment	6.8	Roselawn	\$1,230,000	\$5,646,894	79	Eurostampa new building under construction
Totals		107.3		\$7,348,361	\$36,300,952	799	

****Bold Text** denotes 'Acres Prepared for Development'

Active SPUR Project List:

Project Name	Project Type	# of Acres	Neighborhood	City Funds	Private or Other Public Funds	New Jobs Expected	Status
American Can/ Factory Square	Remediation/ Demolition	8.5	Northside	\$750,000	\$300,000	0	To commence final remediation activities in October 2010
American Can/ Factory Square	Construction/ Redevelopment	See above	Northside	\$1,600,000	\$18,000,000	150	Under construction; Fall 2011 completion anticipated
Center Hill Commerce Park	Construction/ Redevelopment	66	Winton Hills	\$696,000	\$40,000,000	280	Property available
Former Hudepohl Brewery Site	Environmental Assessment	1.6	Queensgate	\$0	\$100,000	0	Environmental assessment underway
Jordan's Crossing Site	Remediation/ Demolition	22.9	Bond Hill	\$1,904,000	\$3,500,000	0	Denied Job Ready Sites grant; reassessing
Jordan's Crossing Site	Construction/ Redevelopment	See above	Bond Hill	\$500,000	\$33,000,000	775	Seeking redevelopment interests
Former Kahn's/Sara Lee Site	Remediation/ Demolition	16.8	Camp Washington	\$400,000	\$3,600,000	0	Grant funds approved; work to begin Fall 2010
Former Kahn's/Sara Lee Site	Construction/ Redevelopment	See above	Camp Washington	\$0	\$3,600,000	75	Property available for redevelopment in 2012
MetroWest Commerce Park	Remediation/ Demolition	18	Lower Price Hill	\$4,617,183	\$3,165,142	0	Remediation delayed; completion expected early 2011
MetroWest Commerce Park	Construction/ Redevelopment	See above	Lower Price Hill	\$5,601,050	\$25,000,000	400	Property available for redevelopment in Spring 2011
Millcreek Business Park	Construction/ Redevelopment	15.5	Bond Hill	\$1,500,000	\$20,000,000	200	Property available
Myron Johnson Site	Remediation/ Demolition	2.5	Northside	\$500,000	\$200,000	0	Demo to begin Fall 2010
Myron Johnson Site	Construction/ Redevelopment	See above	Northside	\$0	\$10,000,000	100	Negotiating with interested developers
Former NuTone Site	Remediation/ Demolition	29	Madisonville	\$0	\$8,100,000	0	Grant agreement executed

Former NuTone Site	Construction/ Redevelopment	21	Madisonville	\$4,134,000	\$70,424,000	719	Remediation to be completed prior to construction
Providence North Site	Remediation/ Demolition	3	West End	\$213,356	\$4,161,830	0	Grant funds approved; work to begin Fall 2010
Providence North Site	Construction/ Redevelopment	See above	West End	\$0	\$4,161,830	100	Construction Expected to begin Fall 2011
Queensgate South	Remediation/ Demolition	17	Queensgate	\$561,979	\$4,206,676	0	CNS expected in 2010
Queensgate South	Construction/ Redevelopment	See above	Queensgate	\$956,109	\$20,000,000	500	Property available for redevelopment Fall 2010
Summit Business Park	Construction/ Redevelopment	6.2	Roselawn	\$0	\$4,000,000	100	Property available
Totals		207		\$23,933,677	\$275,519,478	3,399	

4. Tax Incentive Administration: Administer the Department's tax incentive agreements, which include Enterprise Zone, Job Creation Tax Credit (JCTC), Property Investment Reimbursement (PIR), and the CRA Tax Exemption Program.

Units of Measure	2008	2009	2010 1 st Half	2010 Goal
Active Tax Incentive Agreements Monitored Yearly – All Types	121	115	125	101
Percent of Goal Achieved	93% Goal = 130	88% Goal = 130	124%	
New Tax Incentive Agreements Completed – All Types *(See below table for details)	6	6	10	5
Percent of Goal Achieved	120% Goal = 5	120% Goal = 5	200%	
Active Enterprise Zone Agreements	67	56	56	56
Percent of Goal Achieved	106% Goal = 63	100% Goal = 56	100%	
Active Job Creation Tax Credit (JCTC) Agreements	18	17	17	17
Percent of Goal Achieved	100% Goal = 18	100% Goal = 17	100%	
Active Property Investment Reimbursement (PIR) Agreements	13	12	13	13
Percent of Goal Achieved	100% Goal = 13	92% Goal = 13	100%	
Active Commercial CRA Agreements	23	30	39	34
Percent of Goal Achieved	105% Goal = 22	107% Goal = 28	115%	

New Tax Incentive Agreements Completed in 2010:

Client	Project Description	Amount of Incentive (est'd)	City Income Tax Revenue created/retained (est'd)	Jobs created/retained (est'd)
9487 Dry Fork Road, LLC (LEED-CRA)	Renovation of 2,800 s.f. of retail space at 1202 Main St. for Park + Vine green general store	City – \$4,560 Total – \$34,080	\$10,920	1.5
American Can Building, LLC (CRA)	Redevelopment of American Can factory building into 107 apartment units and 12,000 s.f. of commercial space	City – \$283,130 Total – \$2,114,230	\$29,400	85
Highland MOB, LLC (LEED-CRA)	New construction of 24,700 s.f. medical office building to house VA operations	City – \$136,350 Total – \$1,018,200	\$472,500	50
1400 Race, LLC (CRA)	Renovation of a historic building in OTR for 3CDC offices	City – \$99,840 Total – \$745,440	\$977,760	111
65 West, LLC (LEED-CRA)	New construction of a 129-unit apartment building at the former Friar's Club building in Clifton Heights	City – \$681,450 Total – \$5,088,450	\$7,875	1
Keidel Supply Company, Inc. (CRA)	Renovation of a building in Bond Hill to consolidate Keidel operations from Madeira, Norwood, and Sharonville	City – \$13,080 Total – \$97,580	\$252,000	45
Fay Limited Partnership and Wallick/Stern-Hendy Properties, LLC (CRA)	Renovation of 893-unit apartment community	City – \$464,640 Total – \$3,469,600	\$132,400	22
Gamma Xi 21, Inc. (LEED-CRA)	New construction of a 3-story student housing facility for Delta Tau Delta fraternity	City – \$48,000 Total – \$358,300	\$5,250	4 (construction period only)

1415 Vine, LLC (CRA)	Renovation of 9 historic buildings in OTR into 32 residential units and 9 commercial units	City – \$249,960 Total – \$1,866,720	\$136,080	16
Keidel Supply Company, Inc. (PIR)	Renovation of a building in Bond Hill to consolidate Keidel operations from Madeira, Norwood, and Sharonville	City - \$210,000	\$210,000	45 (already counted above)
TOTAL		City - \$2,191,010 Total - \$15,002,600	\$2,024,185	331.5

5. **Sidewalk Vending Program:** Provide for the safe and orderly operation of food and merchandise vendors in designated vending districts, including the Central Business District.

Units of Measure	2009	2010 1 st Half	2010 Goal
Revocable Street Privileges (RSPs) Currently Issued for Sidewalk Locations	125	75	N/A
RSPs Currently Available for Sidewalk Locations	148	110	N/A
RSPs Currently Issued for Mobile Food and Beverage Vending	N/A	14	N/A
RSPs Currently Available for Mobile Food and Beverage Vending	N/A	20	N/A

Notes on Current Vending Activity: In June 2010, DCD began a mobile vending pilot program to allow food and beverages to be sold from vehicles on select City-owned parcels in the Central Business District. However, the total number of available RSPs has been reduced in 2010 due to riverfront development activities that are temporarily limiting sidewalk vending locations.

6. **Capital Arts Program:** The CAP program provides funding assistance to non-profit artistic and cultural organizations for capital improvement projects designed to expand, renovate, construct, or equip cultural arts facilities located within City neighborhoods. These capital projects assist the nonprofit cultural community in providing increased public service, greater access, enhanced exhibition or performing space and in developing cultural facilities that can be operated more effectively or efficiently. Funds are provided in exchange for services provided to the public.

Units of Measure	2008	2009 2 nd Half	2010 1st Half	2010 Goal
Number of Active Projects	9	9	7	N/A
Dollar Amount of Active Projects	\$395,000	\$448,738	\$396,738	N/A
Number of Projects Completed	11	2	2	N/A
Dollar Amount of Completed Projects	\$711,000	\$108,000	\$52,000	N/A
New Grants Awarded	7	3	0	N/A

7. Business and Community Technical Assistance: Provide technical assistance to businesses and community members.

Units of Measure	2008	2009	2010 1 st Half	2010 Goal
Number of Business Consultations	2,509	3,088	1,772	N/A
Number of Community Consultations	872	870	566	N/A
Number of Referrals	148	200	121	N/A